Page 1 of 5

## Exhibit F to the Declaration of Ryan S. Hilbert In Support Of Maritz's Motion To Stay Arbitration Pending Determination Of Arbitrability

Attorneys At Law

Russ Building / 235 Montgomery Street San Francisco / CA 94104

T 415.954.4400 / F 415.954.4480 www.fbm.com

November 2, 2007

RODERICK M. THOMPSON rthompson@fbm.com
D 415.954,4445

Via Federal Express and E-Mail

Charles A. Weiss Bryan Cave LLP One Metropolitan Square 211 North Broadway, Suite 3600 St. Louis, MO 63102-2750

Re: Visa v. Maritz

Dear Charlie:

We received your letter dated November 1, 2007 along with Maritz's mediation submission. We, too, are hopeful that the mediation scheduled for November 7 in Chicago can resolve the significant dispute between our clients. Quite frankly, however, the tone and content of your separate letter does not bode well for success in the mediation.

Today Visa USA Inc. submitted to the AAA the enclosed Demand for Arbitration with Maritz pursuant to the July 9, 2007 Letter Agreement. (The original Demand is enclosed via Federal Express.) Because you and Mr. Gallant have stated several times that Maritz contends it is not bound by that Agreement, Visa USA Inc. has also today filed a Complaint in San Francisco seeking to compel arbitration. We have not, however, taken any steps to serve that Complaint, which would be unnecessary if the dispute is resolved in mediation or if Maritz agrees to submit to arbitration.

With respect to the specific demands made in your November 1, 2007 letter, Visa has already taken appropriate steps to preserve relevant ESI in anticipation that its dispute with Maritz might reach litigation. We trust that Maritz has done the same; please notify me immediately if Maritz contends it that it has not been under an obligation to preserve such data. Visa, however, does not agree that the dozens and dozens of categories of information recited in your letter are necessarily relevant or will be preserved. Furthermore, Visa has no ability or obligation to preserve data of any other entity.

Very truly yours

Roderick M. Thompson

RMT:avd Enclosure 21823\1376203.1

## COMMERCIAL ARBITRATION RULES DEMAND FOR ARBITRATION

			parties and attempt to arrange a	ı mediatio	on, please check this box		
There is no additional administrative fee for this service.  Name of Respondent			Name of Depresentative (if kn	Name of Representative (if known)  4AA-St			
			Charles A. Weiss				
			Name of Firm (if applicable) Bryan Cave LLP				
			Representative's Address One Metropolitan Square, 211 North Broadway, Suite 3600				
City Fenton	State MO	Zip Code 63099-	City St. Louis	State MO	Zip Code 63102-2750		
Phone No.		Fax No.	Phone No. (314) 259-2215		Fax No. (314) 552-8215		
			Email Address: casweiss@bryancave.com				
The named claimant, a party	to an art	oitration agreement dated			ovides for arbitration under th	ie	
Commercial Arbitration Rul	es of the	: American Arbitration Ass	sociation, hereby demands arbiti	ration.	<u> </u>		
procedures to be used in art be arbitrated.	of agree		ver software contract and relateres are established, Visa will sub	omit its am	nount of claim on the merits to	)	
Dollar Amount of Claim \$		_	Other Relief Sought: ☐ Attorneys Fees ☑ Interest ☑ Arbitration Costs ☐ Punitive/ Exemplary ☐ Other				
AMOUNT OF FILING FEE ENCI	OSED W	TH THIS DEMAND (please r	efer to the fee schedule in the ru				
		·	OR(S) TO BE APPOINTED TO HEAD				
Hearing locale San Francisco (check one) ☑ Requested by Claimant ☐ Locale provision included in the contract							
Estimated time needed for he	verall:	Type of Business: Claimant_	Type of Business: Claimant Payment Card Provider				
hours or 2days			Respondent Loyalty Program Provider				
Is this a dispute between a be	usiness a	nd a consumer? □Yes 🗷 No	o Does this dispute arise out of	an employ	yment relationship? 🛘 Yes 🛭 I	No	
If this dispute arises out of arby California law. ElLess tha			as/is the employee's annual wag	ge range?	Note: This question is require	red	
You are hereby notified that copies of our arbitration agreement and this demand are being filed with the American Arbitration							
Association's Case Management Center, located in (check one)							
			t it commence administration of	the arbitr	ration. Under the rules, you		
may file an answering staten Signature (may be signed by			Name of Representative				
) (M) /Wormon Nov. 2nd, 2007			Roderick M. Thompson	Roderick M. Thompson			
Name of Claimant			Name of Firm (if applicable				
VISA U.S.A. Inc.			Farella Braun + Martel LLP				
Address (to be used in connection with this case)			Representative's Address 235 Montgomery Street				
P.O. Box 194607 City	State	Zip Code	City 235 Montgomery Street	Stat	te Zip Code		
San Francisco	CA	94119-4607	San Francisco	CA	1 '		
Phone No.	_1	Fax No.	Phone No.		Fax No.		
<u></u>			(415) 954-4445		(415) 954-4480		
Email Address:			Email Address: rthompson@fbm.com				
			and and the Arbitration Agre Demand to the Respondent.	ement, a	long with the filing fee as		
			ase online. AAA Customer Service	can be rea	ached at 800-778-7879		

Filed 12/20/2007

## FARELLA BRAUN+MARTEL LLP

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T 415,954,4400 / F 415,954,4480 www.fbm.com

RODERICK M. THOMPSON nthonyoson@fom.com D 415,954,4445

July 9, 2007

Via Fax and U.S. Mail Fax: 636-827-5485

Steven M. Gallant Associate General Counsel Maritz Inc. 1375 N. Highway Dr. Fenton, MO 63099

> Master Services Agreement dated April 17, 2006 (the "Agreement") between Visa U.S.A. Inc. and Maritz Inc., d/b/a Maritz Loyalty Marketing

## Dear Steve:

This follows up on our telephone conversation of July 5, 2007. We agreed that our clients' respective claims for damages resulting from alleged breaches of the Agreement and related claims will all be resolved outside of court. In particular, we agreed to the dispute resolution framework set out below.1

First Stage: Direct negotiations for a period of 30 days. For example, assuming that negotiations begin by July 30, 2007, we agreed that they would conclude on August 30, 2007. As to the tentatively scheduled July 12 meeting, Visa prefers to have counsel attend and, therefore, the meeting must be rescheduled since you cannot attend. Visa's business representatives will be in touch with their Maritz counterparts to reschedule.

Second Stage: Mediation, before a mutually acceptable mediator at a location to be agreed and to be conducted within 60 days thereafter.

Third Stage: Binding arbitration pursuant to the AAA Commercial Rules. Subject only to the schedules of the arbitrators, the hearing must be commenced within 90 days after the conclusion of the mediation process. The arbitration will allow for only limited discovery and a

<sup>1</sup> While we both understand that further details on the dispute resolution process will need to be worked our between us if the dispute is not resolved in the first stage, our clients intend to be bound by this agreement to resolve all disputes outside of court. To the extent they are unable to agree on any aspect of the procedure, such disagreement will be resolved by the applicable rules and procedures of the American Arbitration Association ("AAA").



Steven M. Gallant July 9, 2007 Page 2

streamlined schedule. (Although we did not discuss these details, Visa would prefer three neutral arbitrators and baseball or high-low arbitration; I will send you a draft agreement for review under separate cover.)

Please confirm Maritz' agreement to the foregoing by countersigning in the space provided below. We appreciate your courtesy and cooperation.

Very truly yours,

Roderick M. Thompson

SO AGREED

By: XVVVVVVVV On behalf of Maritz, Inc.

Dated: 5 2007

RMT:avd

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